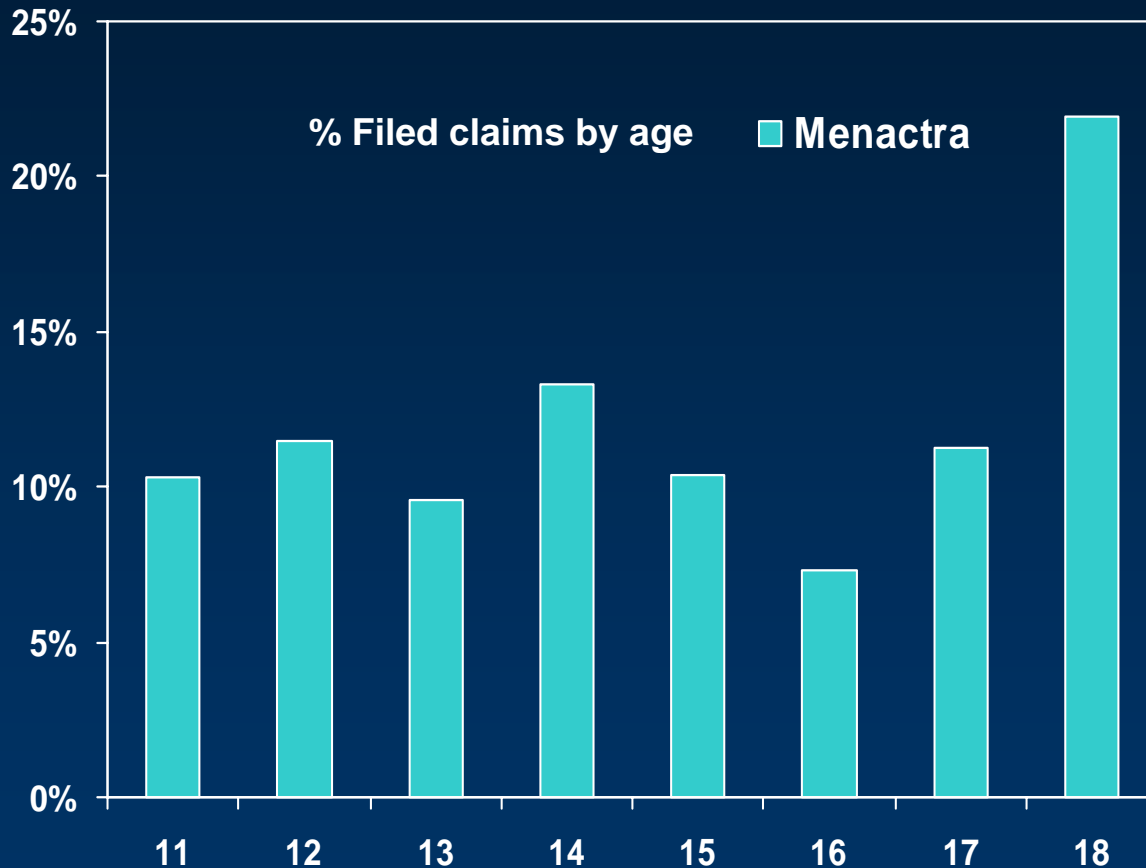


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# sanofi pasteur Update on Menactra Vaccine Supply & Demand

# Menactra Adolescent



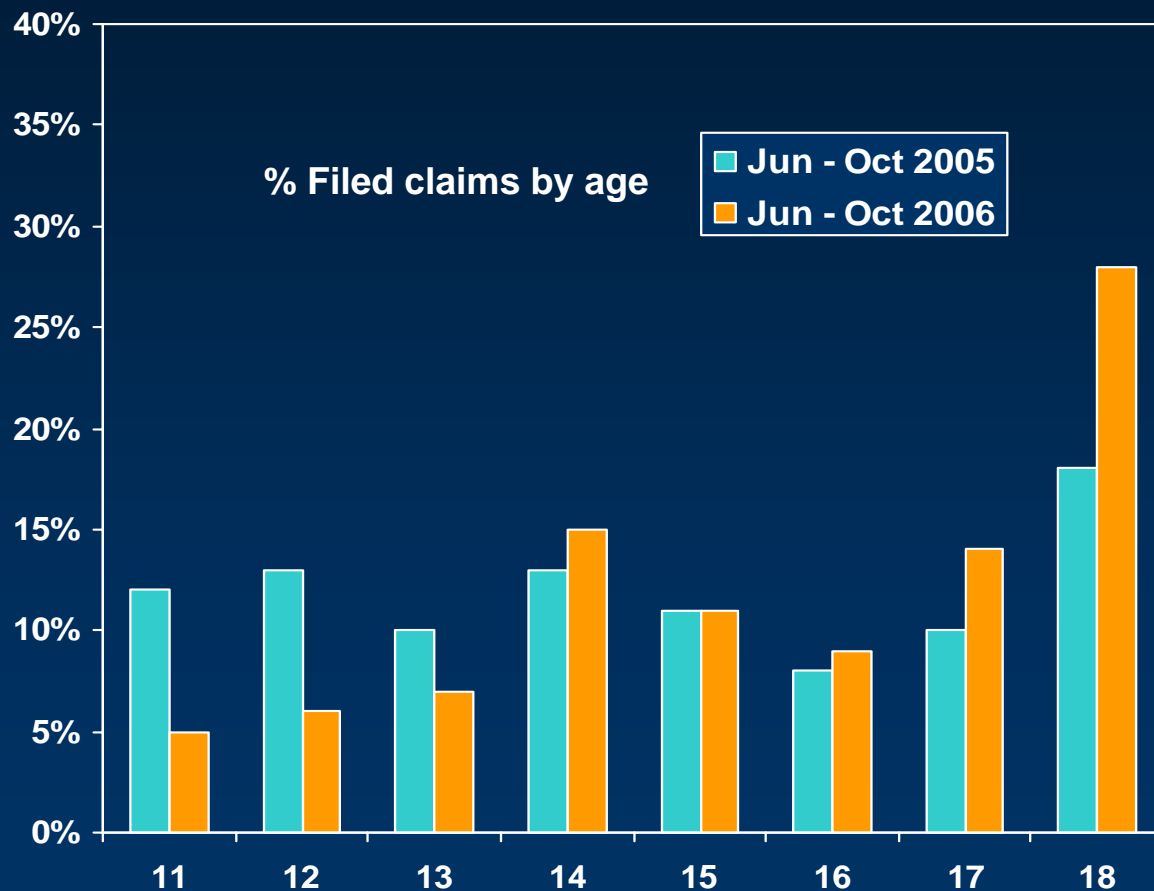
## 2005

- Harmonized recommendations from 5 major advisory bodies\* resulted in extremely high demand – drove broad immunization of 11-18 year olds

\*AAP, AAFP, ACHA, CDC, and SAM

\*\*Surveillance Data, Inc. (SDI) Meningitis Vaccine Use. Based on Current Procedural Terminology (CPT©) billing codes nationally projected from physician office electronic medical claims. Claims from March 27, 2005 to Aug 31, 2005.

# Physician Response to Prioritization

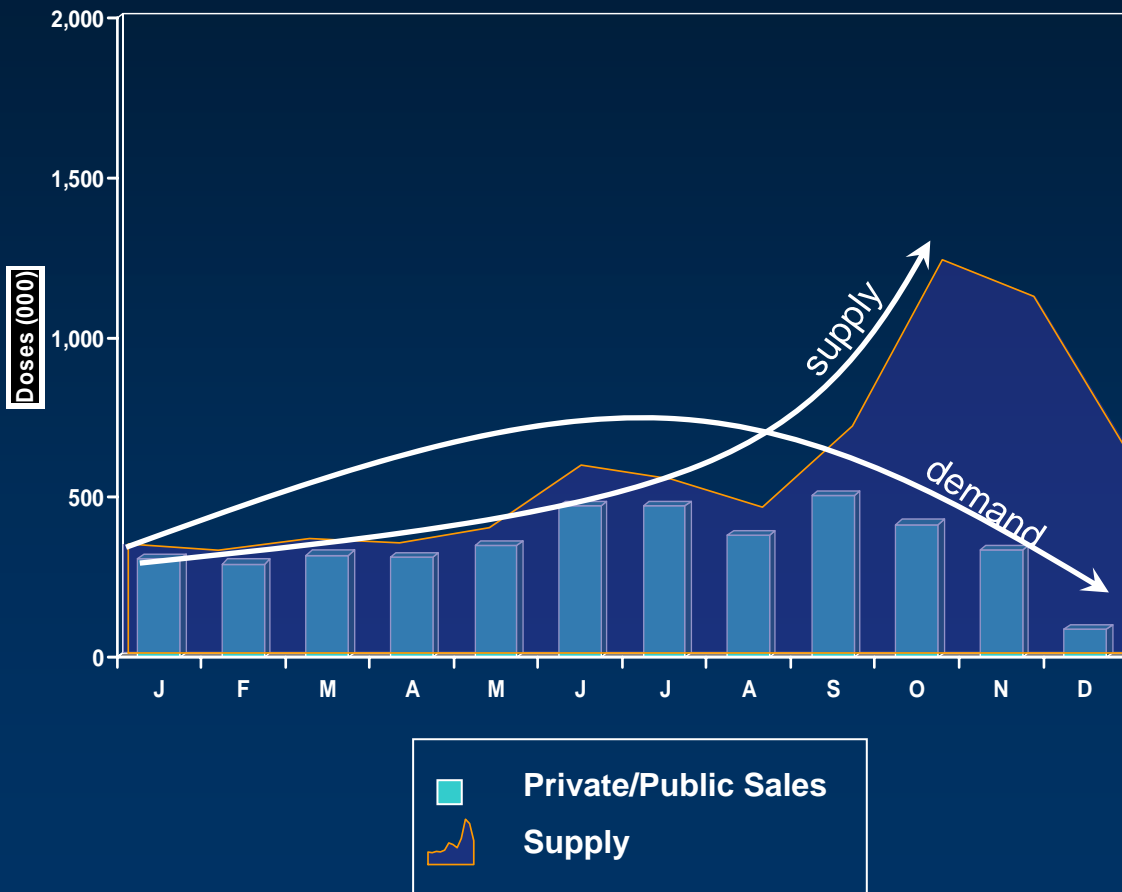


## 2006

- Continued high demand lead to prioritized recommendation
  - Immunize 15 year olds and college freshmen in dorms
  - Defer immunization of 11/12 year olds

\*Surveillance Data, Inc. (SDI) Meningitis Vaccine Use - Dec 2006 Report. Based on Current Procedural Terminology (CPT) billing codes nationally projected from physician office electronic medical claims. Claims from June 1 through Oct 31, 2005  
June 1 through Oct 31, 2006.

# Full-Year Supply and Demand (2006)

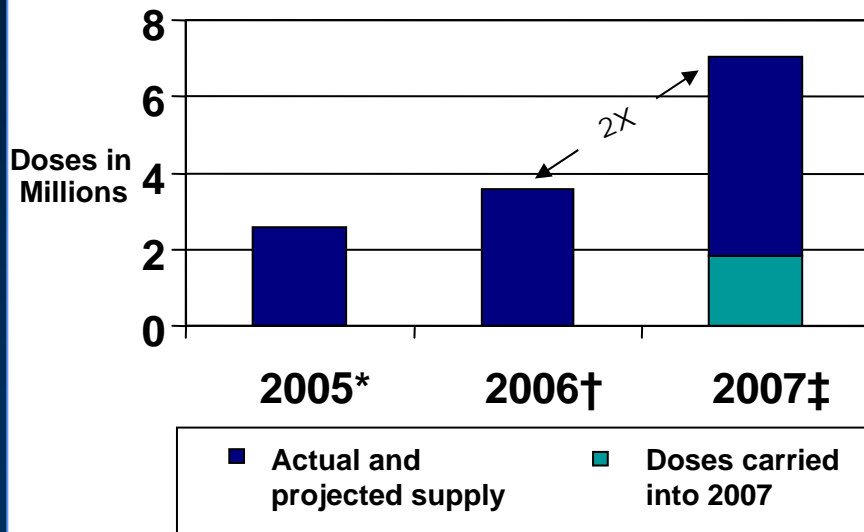


- Fewer adolescents in the office
- Manufacturing efficiencies increased available doses
  - Shipped orders earlier
  - Lifted order limits
- Doses remaining were carried into 2007

Change order with next slide

# 2007 Supply

**Menactra Vaccine Peak Season Doses  
(Jan - Sept)**



- Started 2007 with nearly 2 million doses carried over from end of 2006
- Resulting in twice as many doses January through September 2007 vs. 2006
- Due to increased supply, original 3-cohort recommendations reinstated November, 2006<sup>1</sup>

**Despite reinstated recommendations, uptake in some segments has not increased vs. 2006**

\*Available supply from March through September

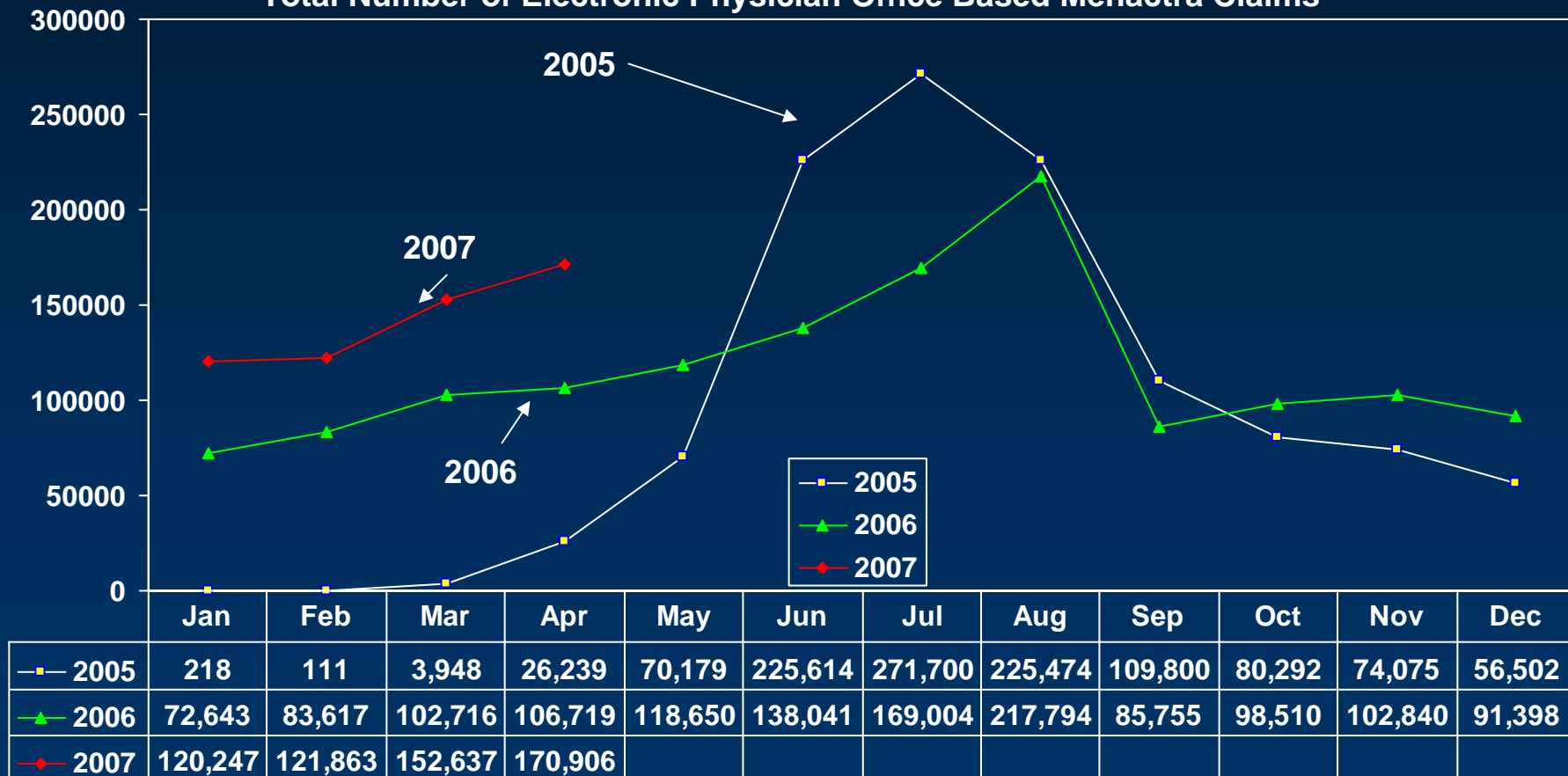
† 6M doses produced in 2006.

‡ Projected supply

<sup>1</sup>MMWR Vol.55 / No.43, p 1177

# Availability of Supply has Allowed Providers to Immunize More Adolescents than in Prior Years...

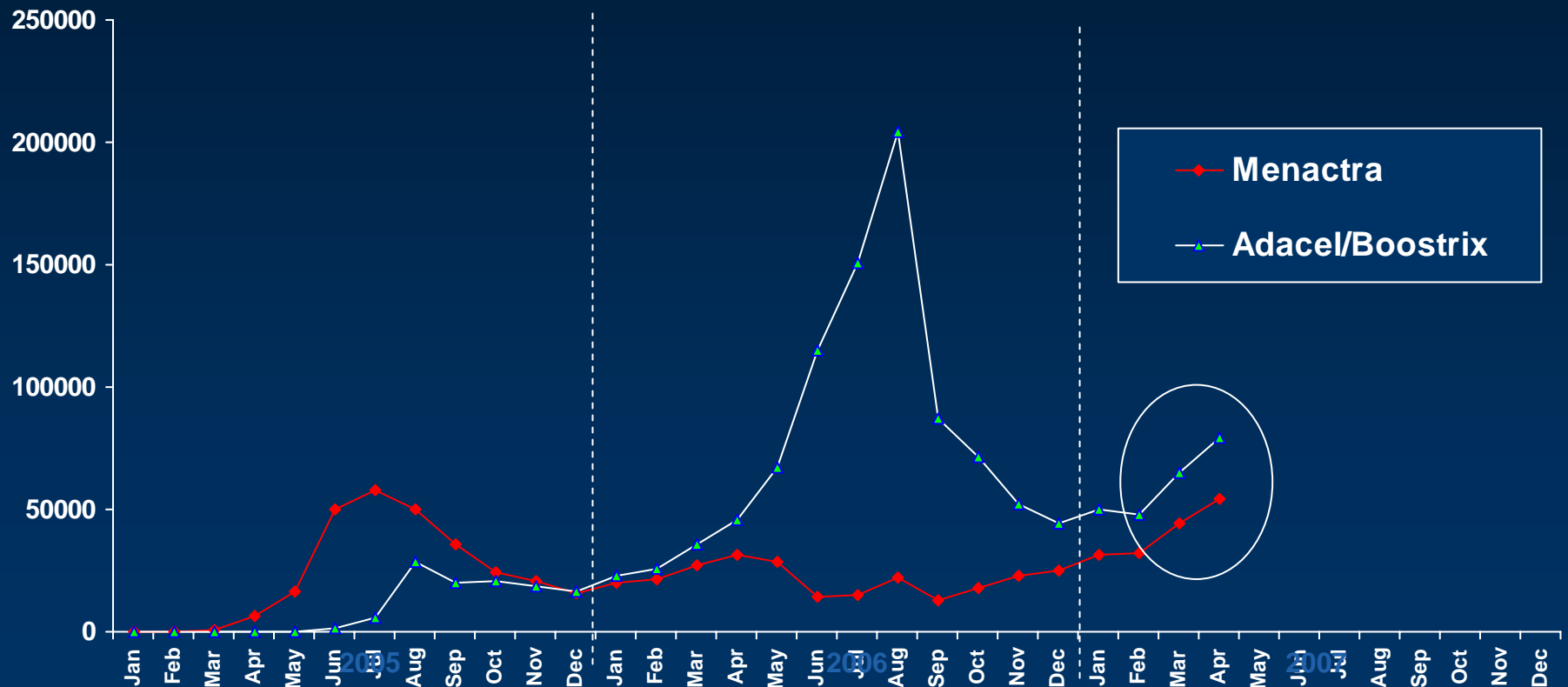
Total Number of Electronic Physician Office Based Menactra Claims



Source: Surveillance Data Inc.'s electronic healthcare claims data base. Vaccines which are not submitted for reimbursement, such as Vaccines for Children program and vaccines paid 100% out-of-pocket, are not captured in this database. Covers CPT codes 90734 (Menactra).

# *...But Opportunities Exist to Increase Compliance for 11 & 12 Year-olds with MCV4*

**Menactra and Adacel / Boostrix Physician Office Based Claims for Patients Ages 11 & 12**



Source: Surveillance Data Inc.'s electronic healthcare claims data base. Vaccines which are not submitted for reimbursement, such as Vaccines for Children program and vaccines paid 100% out-of-pocket, are not captured in this database. Covers CPT codes 90734 (Menactra) and Adacel / Boostrix (90715).

# Supply is Sufficient to Meet Demand This Year

	2006	2007	2008
Total demand	4.29	6.30	8.25
SURPLUS	1.80	2.90	3.45

- Doses sold in 2006 reflect actual sales and supply surplus
- 1.8M doses carried over into 2007, and reflected in 2007 “total supply”
- Even with additional 1M doses of demand in 2007, significant carry over will exist to contribute to following years’ supply



# Highest Uptake Scenario

**2006**

Age	Pop	Imm. Rate	# of doses
11	4.0	10%	0.40
12	4.0	11%	0.44
13	4.0	9%	0.36
14	4.0	14%	0.56
15	4.0	12%	0.44
16	4.0	11%	0.36
17	4.0	12%	0.48
18	2.0	58%	1.15
	30.0	17%	4.19

**2007**

Age	Pop	Imm. Rate	# of doses
11	4.00	37%	1.28
12	3.60	38%	1.17
13	3.56	23%	1.00
14	3.64	28%	1.02
15	3.44	28%	0.96
16	3.56	15%	0.83
17	3.64	10%	0.85
18	1.76	58%	1.01
	27.2	30%	7.54

**2008**

Age	Pop	Imm. Rate	# of doses
11	4.00	50%	1.88
12	2.72	50%	1.36
13	2.41	38%	0.73
14	2.81	38%	0.90
15	2.77	38%	1.07
16	2.55	20%	0.64
17	2.92	15%	0.68
18	1.49	58%	0.86
	21.7	38%	8.04

**Total demand 4.29**

**7.84**

**8.34**

**SURPLUS 1.80**

**1.36**

**1.82**

# Outlook for 2007 and Beyond

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## ***2007***

- Supply from Jan – Sep on track to exceed 6M doses, with total supply to exceed 9M doses, which should far exceed demand

## ***Beyond***

- Supply projected to increase each year
- As immunization rates increase, total eligible adolescents decreases significantly
- Adolescent market should not exceed 7M total doses over each of the next 3 years
- Surplus of doses will be available in 2008